

Message Text

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ACTION H-03

INFO OCT-01 EUR-06 ADP-00 AID-01 SS-07 NSC-04 RSR-01 RSC-01

/024 W

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R 031035 Z MAY 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8453

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E. O. 11652: N/A

TAGS: ETRN UR US

SUBJ: CODEL HARTKE: SENATOR CANNON MEETING WITH DEPUTY
MINISTER OF CIVIL AVIATION BYKOV

1. ON APRIL 24, SEANTOR CANNON, ACCOMPANIED BY EMBOFF, HAD MEETING WITH DEPUTY MINISTER OF CIVIL AVIATION (MCA) GENERAL N. P. BYKOV. IN ADDITION TO BYKOV, SOVIET SIDE CONSISTED OF: S. S. PAVLOV, CHIEF , FOREIGN RELATIONS ADMINISTRATION OF MCA: HIS ASSISTANT MR. LYUBIMOV; AND G. D. SKRITSKIY, USA SECTION OF MFA.

2. SENATOR CANNON BEGAN BY TOUCHING ON SUBJECT OF CUT-RATE TICKET PRICING BY AEROFLOT AND NOTED HIS SATISFACTION AT INDICATIONS THAT MCA IS COOPERATING IN SOLVING THIS PROBLEM. HE THEN STATED THAT MUTUAL INCREASE IN FREQUENCIES ON US- USSR ROUTE POSSIBLE WITHIN NOT- TOO- DISTANT FUTURE, BUT SOVIETS SHOULD NOT FORGET THAT US AIRLINE COMPANIES (IN THIS CASE PAN AM) MUST SHOW PROFITS FROM THEIR OPERATIONS.

3. BYKOV STATED MCA' S WELL- KNOWN POSITION OF DESIRING TO INCREASE FREQUENCIES AND THEN SAID THAT CURRENT NY- MOSCOW LOAD FACTOR IS RATHER SATISFACTORY. FOR PAN AM, HE ASSERTED, LOAD FACTOR IS 70-80 PERCENT ON NY- BURSSELS SEGMENT AND 40-50 PERCENT ON BRUSSELS - MOSCOW PART. HOWEVER, OF ALL AMERICANS TRAVELLING TO USSR IN 1972, ONLY 14,000 WERE CARRIED ON EITHER PAN AM OR AEROFLOT. THIS

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NUMBER MUST BE INCREASED, HE STATED, AND IT CAN BE ACCOMPLISHED IF OUR AIRLINES WILL UNDERTAKE MUTUAL EFFORTS. BYKOV CONCLUDED BY ASSERTING THAT NECESSITY FOR INCREASED FLIGHTS EXISTS AND THAT THESE FLIGHTS WOULD HAVE HIGH LOAD FACTOR. HE THEN ASKED FOR SENATOR CANNON' S ASSISTANCE IN THIS MATTER.

4. SENATOR CANNON RESPONDED BY STATING THAT PAN AM DOES NOT HAVE AS HIGH A LOAD FACTOR ON NY- MOSCOW ROUTE AS DOES AEROFLOT AND REITERATED THAT PAN AM MUST MAKE A PROFIT BEFORE IT CAN BE INTERESTED IN INCREASED FREQUENCIES. HE CONTINUED BY STATING THAT IF THE US- USSR TRADE AGREEMENT IS RATIFIED, AS HE THINKS IT WILL BE, THERE WILL BE MANY MORE BUSINESSMEN TRAVELLING BETWEEN OUR COUNTRIES, WHICH WILL ALSO HELP TO INCREASE LOAD FACTOR. PAVLOV INTERJECTED WITH OBSERVATION THAT IF PAN AM DID NOT RUN ITS FLIGHTS TO MOSCOW CONSECUTIVELY ON FRIDAYS AND SATURDAYS IT WOULD PICK UP MORE BUSINESS WHICH IS NOW GOING TO AEROFLOT.

5. BYKOV INQUIRED INTO WIDENING SERVICES TO OTHER CITIES IN US AND USSR BESIDES JUST NEW YORK AND MOSCOW. IN PARTICULAR, AEROFLOT WOULD LIKE TO FLY TO WASHINGTON, HE STATED, WHEREAS SOVIET AUTHORITIES ARE PREPARED TO OFFER PAN AM SUCH CITIES AS LENINGRAD, KIEV, AND/ OR TASHKENT IN ADDITION TO MOSCOW.

6. COMMENT: SOVIETS WERE MOST GRACIOUS TO SENATOR CANNON. WITH REFERENCE TO PAN AM, BOTH BYKOV AND PAVLOV (WHO IS NOT NOTED FOR HIS FRIENDLY ATTITUDE WITH PAN AM) REPEATEDLY ASSURED SENATOR CANNON OF THEIR HIGHEST ESTEEM FOR THAT COMPANY AND STATED THAT THEY ARE ON GOOD TERMS WITH LOCAL PAN AM REPRESENTATIVES.
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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 MAY 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: garlanwa
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973MOSCOW04924
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730534/aaaahntk.tel
Line Count: 96
Locator: TEXT ON-LINE
Office: ACTION H
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 27 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27-Sep-2001 by smithrj>; APPROVED <30-Nov-2001 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> mcm 971120
Subject: CODEL HARTKE
TAGS: ETRN, UR, US, ETRN
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005